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## Local companies learn about resources for success

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April 1, 2014



Eric Quintana and his wife, Celina, started Performance Maintenance, Inc. 20 years ago. The business, currently located in Arroyo Seco north of Española, began as a small janitorial cleaning service but expanded to also selling environmentally friendly cleaning products to wholesale and retail customers and government agencies.

Born and raised in Española, Eric Quintana has attended local business meetings for years, but he particularly liked the format of the Business Resource Roundtable on March 13 at the Buffalo Thunder Resort north of Santa Fe. “Instead of having the audience listen to presentations,” Quintana said, “a group of resource providers individually moved from table to table and spent 10 minutes answering the participants’ specific questions, sort of speed-dating-like. Listening to the answers and advice that my table neighbors received was useful to me as well and the roundtable setting was very intimate and personal.”

Participants came from across Northern New Mexico

Altogether, 75 participants representing 45 small businesses from Northern New Mexico attended the event and were joined by 20 resource providers from organizations such as the Minority Business Development Agency's Santa Fe Business Center, the Small Business Administration, the New Mexico Economic Development Department, and Los Alamos National Laboratory's New Mexico Small Business Assistance Program, Small Business Program Office, Express Licensing Program, and Community Programs Office.

"A wide range of assistance is available to our small business entrepreneurs here in Northern New Mexico," Kurt Steinhaus, Director of the Community Programs Office, noted. "We want to make sure local companies are aware of these programs."

Eric and Celina Quintana's company is already doing business with the Lab by supplying cleaning products beyond those provided by Los Alamos's custodial services. But they have big plans, breaking ground on a 10,000-square-foot retail warehouse and distribution center in Española in mid-April and hoping to manufacture their own line of green cleaning supplies in the future. "Our company greatly appreciates Northern New Mexico's economic development and networking opportunities," Eric Quintana explained. "Attending meetings like the Resource Roundtable is valuable for any small business."

The Resource Roundtable was co-sponsored by the Minority Business Development Agency's Santa Fe Business Center and Los Alamos National Laboratory. In the course of the afternoon, the recently announced winners of the Native American Venture Acceleration Fund (VAF) were honored and one of the winners, nearby Than Povi Gallery of Pojoaque, hosted an open house after the Roundtable event.

The next Roundtable is planned for this fall and will be announced in the *Community Connections* newsletter.

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